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SENSITIVE

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STATE PM/DTCC- BLUE LANTERN BROKER INQUIRY

E.O. 12958: N/A

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SUBJECT: RESPONSE, BLUE LANTERN BROKER INQUIRY CASE NO.

K-2171

REF: STATE 99551

¶1. (SBU) Per reftel request, Econoff visited Al-Emdad General Trade & Contracting Establishment on October 28 and met with its general manager, Tariq Jassim Al-Sane to substantiate the company's bona fides as a broker of USML items. Econoff confirmed that the company had been in business at the listed location, but moved to a larger building two months ago. Al-Sane stated that his company serves as an agent for American companies supporting U.S. efforts primarily in Iraq.

Al-Emdad was established in 1986 by Al-Sane and currently employs 20 people. The company has an estimated revenue of KD 1 million. Al-Emdad works primarily as a Kuwaiti agent/sponsor for American companies doing business in Kuwait, Iraq and along the Kuwaiti-Iraqi border. Al-Emdad is currently in the process of building a 120 kilometer wall along the border to fence off Kuwaiti oil fields.

¶2. (SBU) Al-Emdad government clients include the MoD, MoI, the National Guard and the Emiri Guard and serves as the agent/sponsor in Kuwait for AAV Technology, Southwest and Blackwater (until last year). Al-Sane showed Econoff a copy of Al-Emdad's USG Brokering Registration Code document.

¶3. (SBU) Al-Sane stated that he always has a GoK end-user certificate for his military tenders. Al-Sane said that Al-Emdad does not market U.S.-origin equipment outside of Kuwait and indicated that he is aware of U.S. Munitions List restrictions, including the prohibition against unauthorized re-transfers and re-exports.

¶4. (SBU) Post believes that Al-Emdad General Trade & Contracting Establishment is a reputable broker for USML items.

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